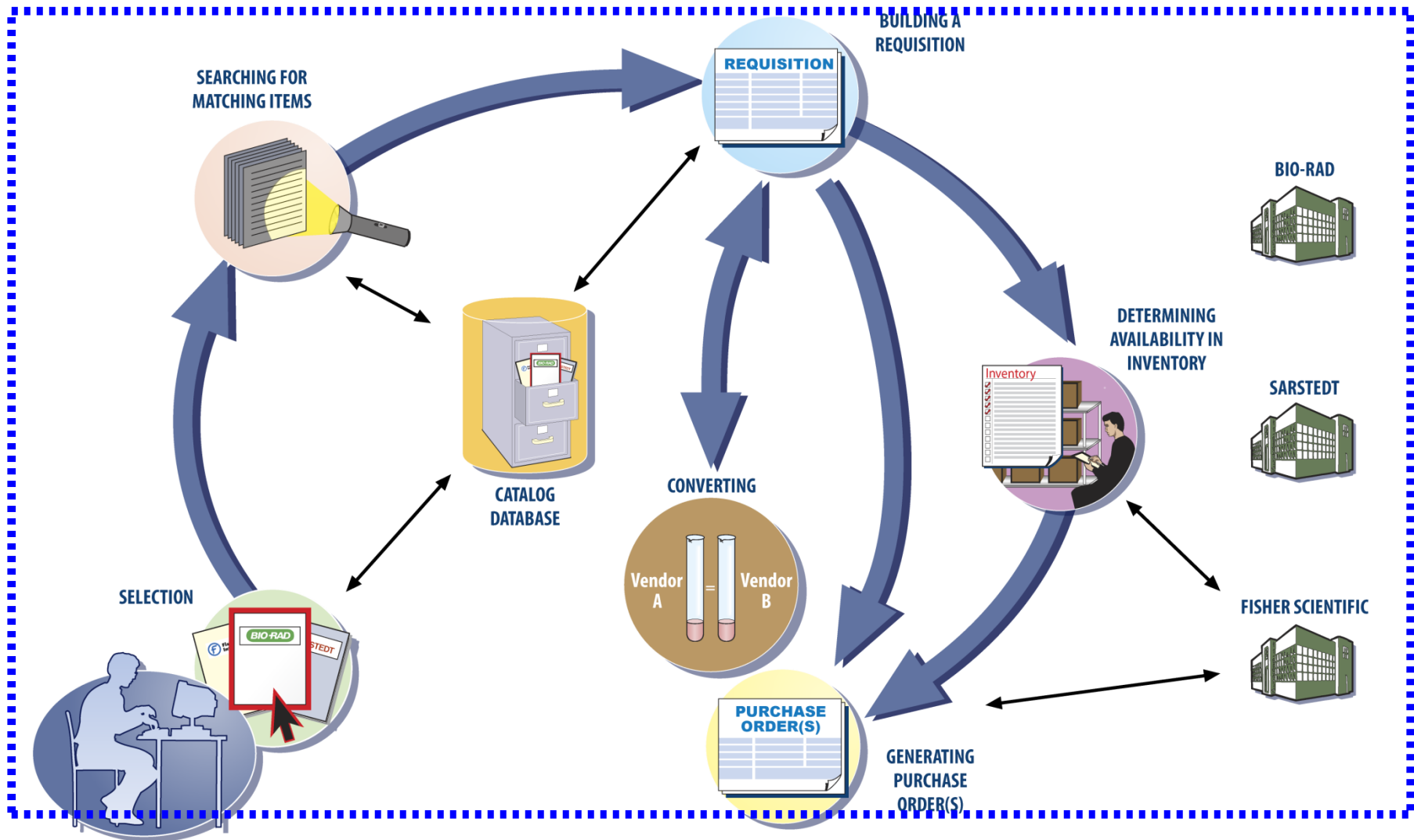
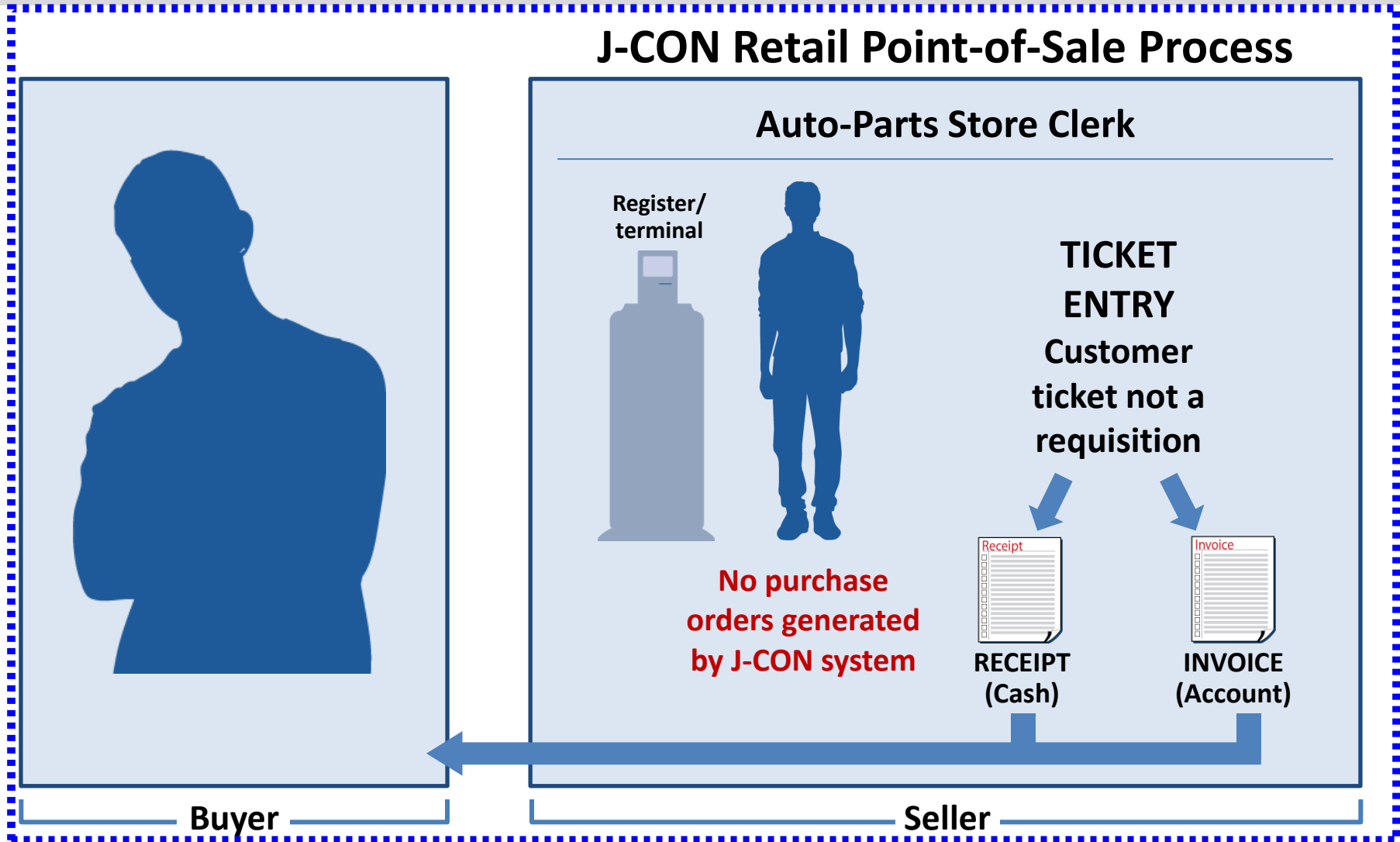


# The Patented Electronic Sourcing System

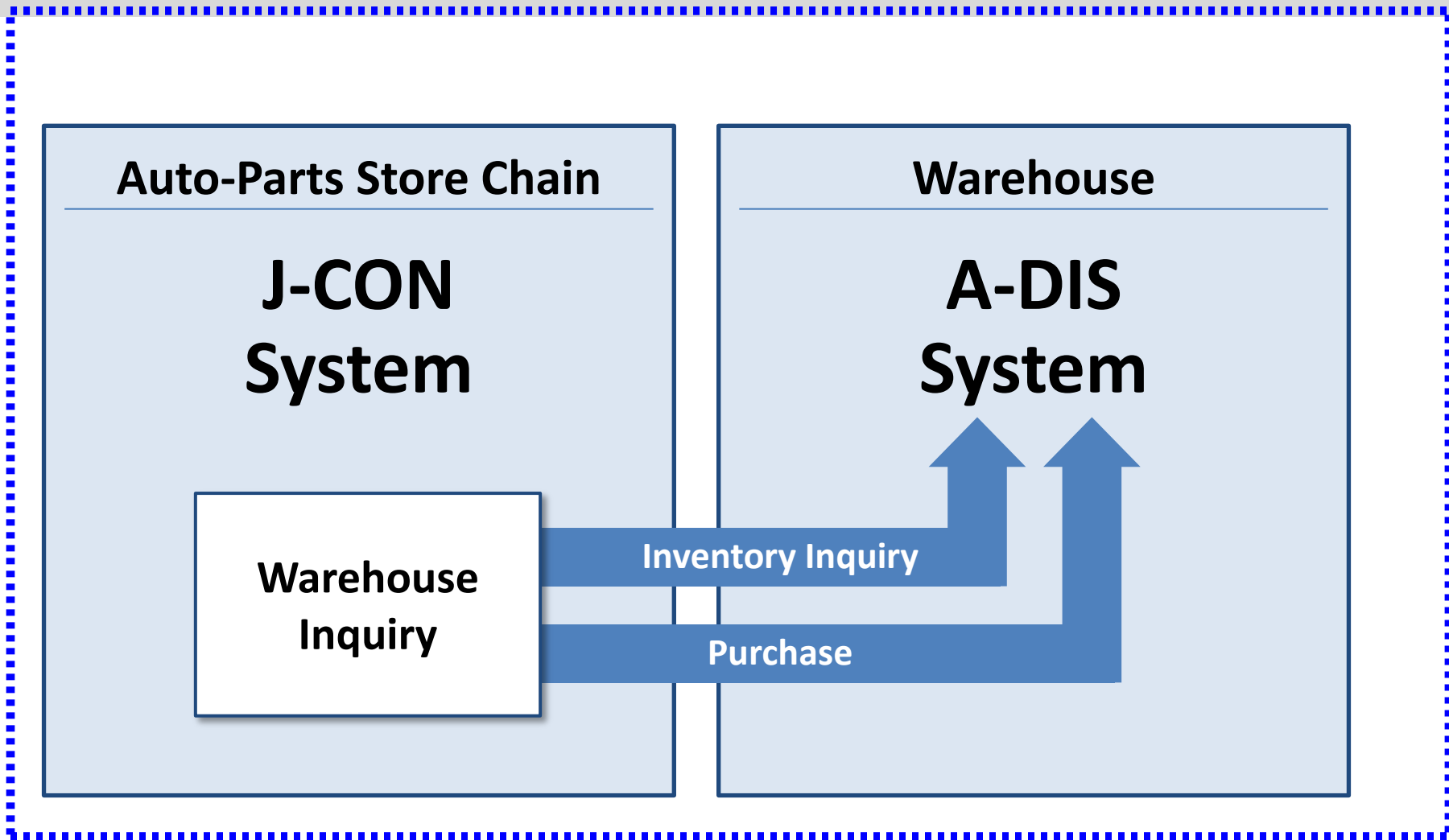


# J-CON

## J-CON Retail Point-of-Sale Process



# J-CON System




# Prior Art Systems: J-CON


## J-CON


- Point-of-sale system – used by sellers, not buyers
- No product catalogs with items having associated sources
- No “requisition”
- No “purchase order”
- No cross-reference table


# J-CON Falls Short by Comparison


## Patent Requirements


 Electronic sourcing system

 Product catalog item data associated with sources

 Collection of vendor catalogs

 Requisitions built from item data associated with a source

 Purchase order items associated with a source

 Generate purchase order from requisition

## J-CON Deficiencies

**Point-of-sale system – used by sellers, not buyers; no true source**

**Product catalog item data associated with manufacturer, not with sources**

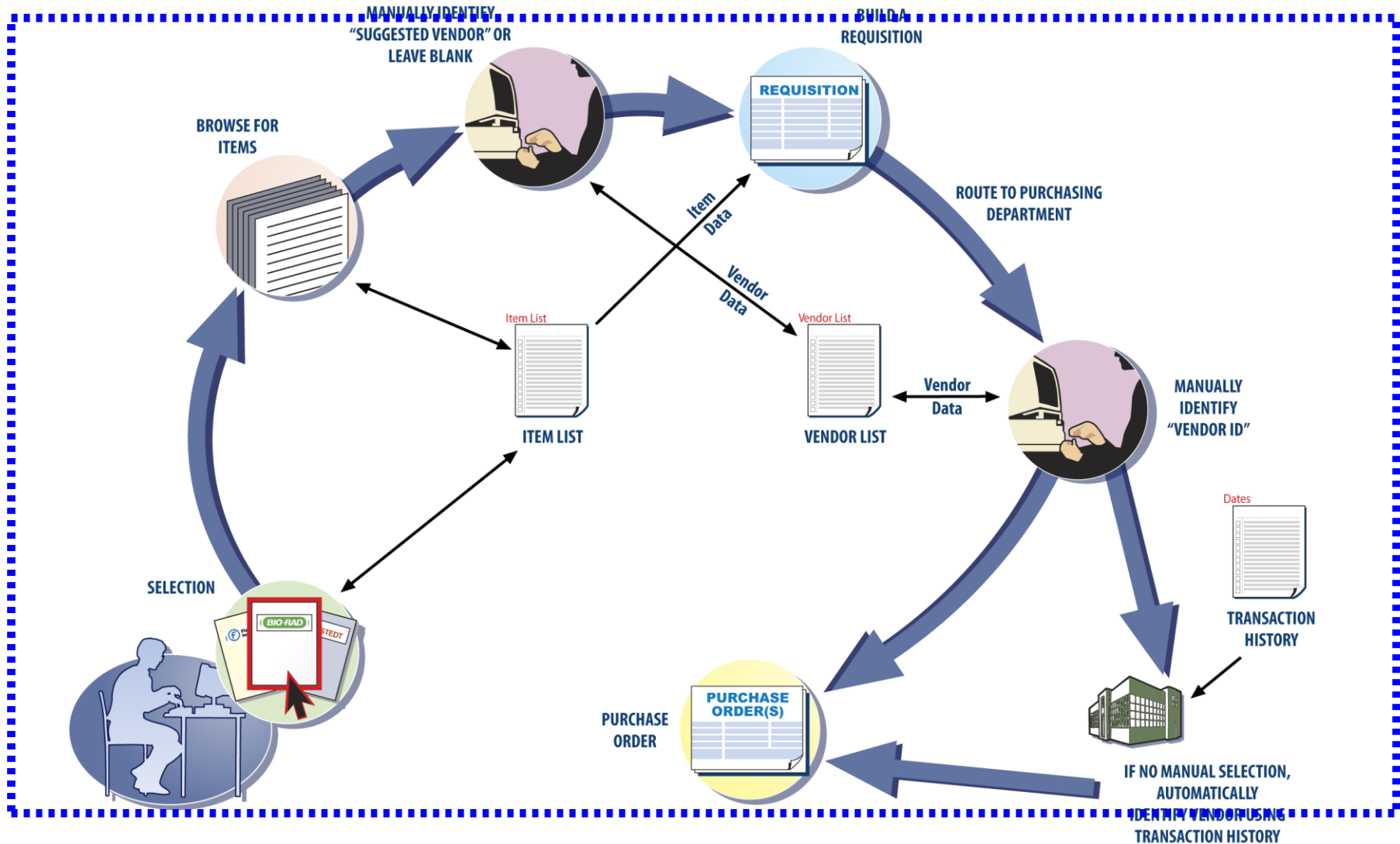
**No vendor catalogs**

**Requisition items associated with manufacturer, not source**

**Receipt or invoice, not purchase order and items not associated with sources**

**Warehouse inquiry not generated by point-of-sale transaction**

# The P.O. Writer Form Filler System










# Prior Art Systems: P.O. Writer

## P.O. Writer

- Form filler
- Items are not associated with a vendor  
(must manually identify vendor)
- Cannot check supplier inventory
- No cross-reference table
- No order list

# P.O. Writer Falls Short by Comparison

## Patent Requirements

-  Requisition
-  Items in requisition associated with a vendor
-  Select a subset of catalogs to search
-  Check external supplier inventory
-  Cross-reference table
-  “Converting” of a “selected matching item and source” to an item and a different source
-  Generating an “order list” from search results

## P.O. Writer Deficiencies

- Requisition module optional**
- System does not import vendor data into requisition**
- Cannot select a subset of catalogs to search**
- Only checks current on-hand inventory**
- User-defined fields not a cross-reference table**
- User-defined fields cannot convert items**
- Does not generate an order list**



# Prior Art Systems: RIMS







## RIMS

- Inventory management system
- No product catalogs
- Cannot select product catalogs to search
- Cannot search product catalogs
- No cross-reference table at customer
- Customer computer does not process requisition to generate purchase order

# RIMS Falls Short by Comparison

## Patent Requirements

## RIMS Deficiencies

 Electronic sourcing system	→	<b>Inventory management system</b>
 Product catalogs from multiple sources	→	<b>No product catalogs; items associated with one source only</b>
 Select a subset of product catalogs to search	→	<b>No product catalogs from which to select a subset to search</b>
 Cross-reference table used by customer for “converting”	→	<b>No cross-reference table in customer’s system</b>
 Generate purchase orders from requisition	→	<b>Customer’s system does not generate any purchase orders</b>
 Check external inventory	→	<b>Cannot check external inventory</b>

# Prior Art Systems: TV/2

## TV/2

- Not an electronic sourcing system
- Search program only
- No product catalogs
- No requisitions
- No purchase orders

# '683 Patent – Claim 3



3. An electronic sourcing system comprising:

- at least two product catalogs containing data relating to items associated with the respective sources;
- means for selecting the product catalogs to search;
- means for searching for matching items among the selected product catalogs;
- means for building a requisition using data relating to selected matching items and their associated source(s);
- means for processing the requisition to generate one or more purchase orders for the selected matching items; and
- means for converting data relating to a selected matching item and an associated source to data relating to an item and a different source.

# '683 Patent – Claim 26



26. A method comprising the steps of:

- maintaining at least two product catalogs on a database containing data relating to items associated with the respective sources;
- selecting the product catalogs to search;
- searching for matching items among the selected product catalogs;
- building a requisition using data relating to selected matching items and their associated source(s);
- processing the requisition to generate one or more purchase orders for the selected matching items; and
- determining whether a selected matching item is available in inventory.

# '683 Patent – Claim 28



28. A method comprising the steps of:

maintaining at least two product catalogs on a database containing data relating to items associated with the respective sources;

selecting the product catalogs to search;

searching for matching items among the selected product catalogs;

building a requisition using data relating to selected matching items and their associated source(s);

processing the requisition to generate one or more purchase orders for the selected matching items; and

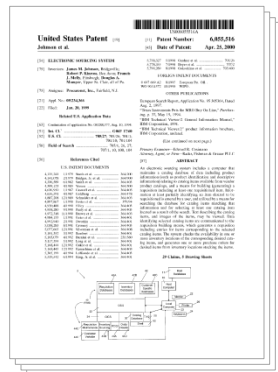
converting data relating to a selected matching item and an associated source to data relating to an item and a different source.

# '683 Patent – Claim 29



29. The method of claim 28 further comprising the step of determining whether a selected matching item is available in inventory.

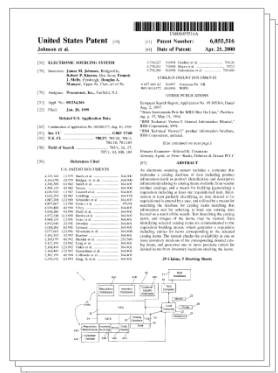
# '516 Patent – Claim 1



1. An electronic sourcing system comprising:
  - a collection of catalogs of items stored in an electronic format;
  - a first set of pre-determined criteria associated with said collection of catalogs;
  - a second set of pre-determined criteria associated with items from each of said catalogs;
  - a catalog selection protocol, said catalog selection protocol relying on said first set of pre-determined criteria to select less than said entire collection of catalogs, and including matching a vendor identification code with a subset of said collection of catalogs, wherein said subset of catalogs includes both a vendor catalog from a predetermined vendor and a second catalog from a predetermined third party that is one of a manufacturer and a competing vendor, said predetermined third party selling items corresponding to items in said vendor catalog; and
  - a search program, said search program relying on said second set of criteria to select specific items from said catalogs determined from said catalog selection protocol.

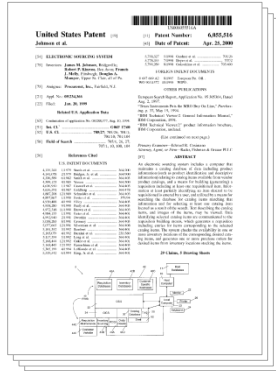


# '516 Patent – Claim 2



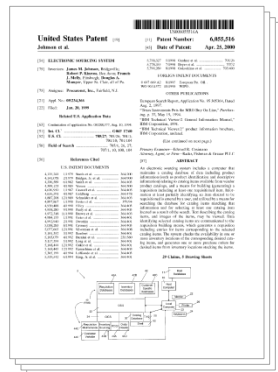
2. An electronic sourcing system as recited in claim 1, wherein catalogs comprising said collection of catalogs are stored in separate databases.

# '516 Patent – Claim 6



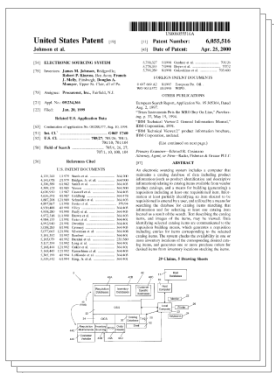
6. An electronic sourcing system as recited in claim 1, wherein said second set of predetermined criteria includes at least one of a catalog number and item textual information.

# '516 Patent – Claim 9



9. An electronic sourcing system comprising:
  - a collection of catalogs of items stored in an electronic format;
  - a first identification code associated with a first item in a first catalog;
  - a second identification code associated with a second item in a second catalog, said first item and said second item being generally equivalent, and wherein a selection of one identification code from one of said first and second catalogs provides the other identification code from the other of said catalogs.

# '516 Patent – Claim 21



21. An electronic sourcing system comprising:

a requisition module including data fields, user-generated criteria entered into at least one of said data fields to generate at least partial criteria corresponding to a desired item;

a catalog collection searching module, said searching module including a collection of catalogs of items stored in an electronic format, a catalog selection criteria used to select less than said entire collection, said searching module being used to generate additional search-module criteria for said data fields of said requisition module;

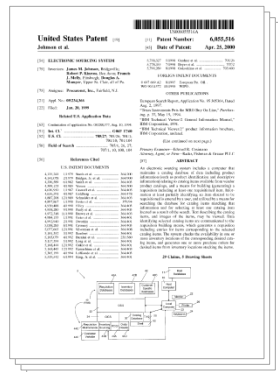
a multiple purchase order generation module, said purchase order generation module creating multiple purchase orders from a single requisition created with said user-generated criteria and said search-module criteria;

wherein each of at least two catalogs include a generally equivalent item from a different source, said requisition module working in combination with said catalog searching module to determine multiple sources for said item;

wherein said multiple sources is limited by said catalog searching module providing a match according to said user-generated criteria, said search-module criteria and a determination system that located items are generally equivalent; and

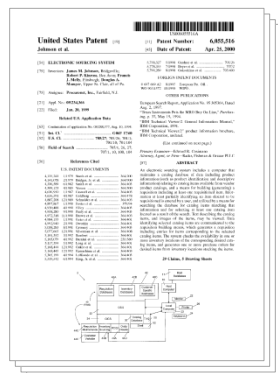
wherein said determination system includes a cross reference table matching an identification code from a first located item with a second identification code from a second located item.

# '516 Patent – Claim 22



22. An electronic sourcing system as recited in claim 21, wherein said determination system includes an identical identification code for each of said located items.

# '516 Patent – Claim 29



29. An electronic sourcing system comprising:

a collection of catalogs of items stored in an electronic format;

a first set of pre-determined criteria associated with said collection of catalogs;

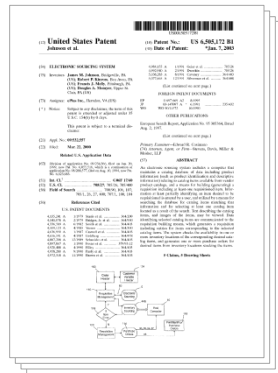
a second set of pre-determined criteria associated with items from each of said catalogs;

a catalog selection protocol, said catalog selection protocol relying on said first set of pre-determined criteria to select less than said entire collection of catalogs, and including matching a vendor identification code with a subset of said collection of catalogs, wherein said subset of catalogs includes both a vendor catalog from a predetermined vendor and a second catalog from a predetermined third party;

a search program, said search program relying on said second set of criteria to select specific items from said catalogs determined from said catalog selection protocol; and

a cross-reference table linking a vendor item catalog number from said vendor catalog with an item catalog number from said predetermined third party.

# '172 Patent – Claim 1



1. An electronic sourcing system comprising:
  - a database containing data relating to items associated with at least two vendors maintained so that selected portions of the database may be searched separately;
  - means for entering product information that at least partially describes at least one desired item;
  - means for searching for matching items that match the entered product information in the selected portions of the database;
  - means for generating an order list that includes at least one matching item selected by said means for searching;
  - means for building a requisition that uses data obtained from said database relating to selected matching items on said order list;
  - means for processing said requisition to generate purchase orders for said selected matching items.

# RIMS + TV/2 Falls Short

- Neither system was an electronic sourcing system
- Neither system had multiple vendor product catalogs
- Neither system had means for selecting product catalogs to search
- Neither system built an order list
- Neither system built requisitions using data related to selected matching items “and their associated sources”
- Neither system generated purchase orders from requisitions
- Neither system had the ability to check an external vendor’s inventory
- Neither system had the capability to convert a requisition item associated with one vendor to a different item from another vendor



# '683 Patent, Claim 3 (System)

	RIMS	RIMS + TV/2
Electronic sourcing system	✗	✗
Two catalogs with associated sources	✗	✗
Means to select catalogs	✗	✗
Search for matching items among the selected catalogs	✗	✗
Build a requisition with matching items associated with sources	✗	✗
Generate one or more POs from requisition	✗	✗
Conversion to different source	✗	✗

# '683 Patent, Claim 26 (Method)

	RIMS	RIMS + TV/2
Two catalogs with associated sources	✗	✗
Selecting catalogs	✗	✗
Search for matching items among the selected catalogs	✗	✗
Build a requisition with matching items associated with sources	✗	✗
Generate one or more POs from requisition	✗	✗
Determine inventory availability	✗	✗

# '683 Patent, Claim 28 (Method)

	RIMS	RIMS + TV/2
Two catalogs with associated sources	✗	✗
Selecting catalogs	✗	✗
Search for matching items among the selected catalogs	✗	✗
Build a requisition with matching items associated with sources	✗	✗
Generate one or more POs from requisition	✗	✗
Conversion to different source	✗	✗

# '683 Patent, Claim 29 (Method)

	RIMS	RIMS + TV/2
Two catalogs with associated sources	✗	✗
Selecting catalogs	✗	✗
Search for matching items among the selected catalogs	✗	✗
Build a requisition with matching items associated with sources	✗	✗
Generate one or more POs from requisition	✗	✗
Conversion to different source	✗	✗
Determine inventory availability	✗	✗

# '516 Patent, Claim 1 (System)

	RIMS	RIMS + TV/2
Electronic sourcing system	✗	✗
Collection of catalogs	✗	✗
First catalog criteria	✗	✗
Second item criteria	✗	✗
Catalog selection protocol that selects subset of at least two catalogs	✗	✗
Search subset of at least two catalogs	✗	✗

# '516 Patent, Claim 2 (System)

	RIMS	RIMS + TV/2
Electronic sourcing system	✗	✗
Collection of catalogs	✗	✗
First catalog criteria	✗	✗
Second item criteria	✗	✗
Catalog selection protocol that selects subset of at least two catalogs	✗	✗
Search subset of at least two catalogs	✗	✗
Catalogs in separate databases	✗	✗

# '516 Patent, Claim 6 (System)

















	RIMS	RIMS + TV/2
Electronic sourcing system	✗	✗
Collection of catalogs	✗	✗
First catalog criteria	✗	✗
Second item criteria	✗	✗
Catalog selection protocol that selects subset of at least two catalogs	✗	✗
Search subset of at least two catalogs	✗	✗
Second criteria includes catalog number or text	✗	✗

# '516 Patent, Claim 9 (System)

	RIMS	RIMS + TV/2
Electronic sourcing system	✗	✗
Collection of catalogs	✗	✗
ID code associated with first item	✗	✗
ID code associated with second item	✗	✗
Conversion	✗	✗



# '516 Patent, Claim 21 (System)

	RIMS	RIMS + TV/2
Electronic sourcing system		
Requisition module		
Catalog collection		
Select subset of catalogs in collection		
Multiple PO generation from requisition		
Can determine multi sources		
Search selected subset of catalogs		
Cross-reference table		

# '516 Patent, Claim 22 (System)

	RIMS	RIMS + TV/2
Electronic sourcing system	✗	✗
Requisition module	✓	✓
Catalog collection	✗	✗
Select subset of catalogs in collection	✗	✗
Multiple PO generation from requisition	✗	✗
Can determine multi sources	✗	✗
Search selected subset of catalogs	✗	✗
Cross-reference table	✗	✗
Identical ID codes in Xref table	✗	✗

# '516 Patent, Claim 29 (System)

	RIMS	RIMS + TV/2
Electronic sourcing system	✗	✗
Collection of catalogs	✗	✗
First catalog criteria	✗	✗
Second item criteria	✗	✗
Catalog selection protocol that selects subset of at least two catalogs	✗	✗
Search subset of at least two catalogs	✗	✗
Cross reference table	✗	✗

# '172 Patent, Claim 1 (System)

	RIMS	RIMS + TV/2
Electronic sourcing system	✗	✗
Database of items associated with at least two vendors	✗	✗
Database portions separately searchable	✗	✓
Means of entering description	✗	✗
Search for matching items in selected portions of database	✗	✓
Generate an order list	✗	✗
Build a requisition from order list	✗	✗
PO generation from requisition	✗	✗